



CALIFORNIA TRADE AND COMMERCE AGENCY

Gray Davis
Governor

Lon Hatamiya
Secretary

August 7, 2000

Dear Environmental Industry Executive:

The State of California would like to include your company in its effort to update the California Environmental Technology Directory (CETD). The Directory, which lists California-based environmental firms and their descriptions, is used for the domestic promotion and international export of California's environmental technologies. The service, which is available to you at **no cost**, is also used by international and domestic purchasers as a guide to locate specific environmental technologies and services. The Environmental Technology Export Program has assisted small and medium-size California companies generate over \$139 million in signed contracts over the past four years.

Companies listed in the Directory receive:

- ▶ Notification of outbound project-specific environmental trade missions
- ▶ Notification of inbound trade delegations requesting technology demonstrations and seeking environmental technology and joint venture partnerships
- ▶ GTN-qualified environmental trade leads from Asia, Latin America, Africa and Europe
- ▶ Notification of environmental industry conferences, seminars and training opportunities

To be included in this directory, you may register online; please find the hyperlink to the online registration site located at the bottom of this page. We are very excited about the potential export opportunities for California companies resulting from the expanded use and increased exposure from being listed in the Directory. The CETD is an electronic database that was built from scratch in 1999. If you were in the previous directory, or you need to submit an update that more accurately reflects your company's current status, please be sure to complete the electronic registration form linked below. If you have any questions regarding the Directory or the Environmental Technology Export Program, please call Eric Foster at (916) 323-2874. We are hopeful that your organization will participate.

**International
Trade and
Investment**

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Sincerely,

A handwritten signature in cursive script that reads "Maria Solomon-Williams".

Maria Solomon-Williams
Director
Office of Export Development

[Click here to sign up online](#)